Message Text

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PAGE 01 MOSCOW 11025 190742Z ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 /036 W ------033405 191426Z /53

R 181435Z MAY 78 FM AMEMBASSY MOSCOW TO SECSTATE WASHDC 1853

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E.O.11652:N/A TAGS: EAIR, UR, US

SUBJECT: PAN AMERICAN CHARTER PROGRAM TO THE USSR

REF: STATE 15759

1. PAN AMERICAN LOCAL MANAGER WALTER NELSON HAS TOLD US THAT SUMMER CHARTER PROGRAM FOR JUNE, 1978, IS NOW DOWN TO FOUR, DUE TO A NUMBER OF CANCELLATIONS BY TOUR GROUP ORGANIZERS. SHORTAGE OF CUSTOMERS, RATHER THAN LACK OF PLANES, IS THE CAUSE. (THERE HAVE BEEN SIX CHARTERS SO FAR IN MAY, WITH FIVE MORE EXPECTED.)

2. COMMENT: IT APPEARS THAT PAN AMERICAN MAY FALL SHORT OF AMBITIOUS SUMMER CHARTER PROGRAM FIGURE OF 100 FLIGHTS MENTIONED BY AEROFLOT REPRESENTATIVE SAMORUKOV LAST JANUARY (REFTEL). IF THIS SHOULD BE THE CASE, AND IN ABSENCE OF COMPENSATING BENEFITS FROM CHARTER FLIGHTS BY OTHER AMERICAN AVIATION COMPANIES, SOVIETS MAY END UP WITH SUBSTANTIALLY GREATER SHARE OF REVENUES DURING PERIOD OF INTERIM CIVIL AIR AGREEMENT, A FACTOR WE WILL OBVIOUSLY HAVE TO WATCH DURING ANTICIPATED NEGOTIATIONS THIS FALL. MATLOCK

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Message Attributes

Automatic Decaptioning: X Capture Date: 01 jan 1994 Channel Indicators: n/a

Current Classification: UNCLASSIFIED

Concepts: MEETINGS, PROGRAMS (PROJECTS), SUPPLEMENTAL AIRLINES

Control Number: n/a Copy: SINGLE Draft Date: 18 may 1978 Decaption Date: 01 jan 1960 Decaption Note: Disposition Action: RELEASED Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW

Disposition Date: 20 Mar 2014 Disposition Event: Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MOSCOW11025
Document Source: CORE

Document Unique ID: 00 Drafter: n/a

Enclosure: n/a Executive Order: N/A Errors: N/A

Expiration: Film Number: D780211-0529 Format: TEL

From: MOSCOW Handling Restrictions: n/a

Image Path:

ISecure: 1

Legacy Key: link1978/newtext/t19780545/aaaablvn.tel

Line Count: 46 Litigation Code IDs: Litigation Codes:

Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: d2c6309b-c288-dd11-92da-001cc4696bcc

Office: ACTION EB

Original Classification: LIMITED OFFICIAL USE Original Handling Restrictions: n/a Original Previous Classification: n/a Original Previous Handling Restrictions: n/a

Page Count: 1
Previous Channel Indicators: n/a

Previous Classification: LIMITED OFFICIAL USE Previous Handling Restrictions: n/a Reference: 78 STATE 15759

Retention: 0

Review Action: RELEASED, APPROVED Review Content Flags:

Review Date: 05 may 2005 Review Event: Review Exemptions: n/a

Review Media Identifier: Review Release Date: N/A Review Release Event: n/a **Review Transfer Date:** Review Withdrawn Fields: n/a

SAS ID: 2652006 Secure: OPEN Status: NATIVE

Subject: PAN AMERICAN CHARTER PROGRAM TO THE USSR

TAGS: EAIR, UR, US, PANAM, (NELSON, WALTER)

To: STATE Type: TE

vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/d2c6309b-c288-dd11-92da-001cc4696bcc

Review Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

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